

Digital Services for the industry

We transform business and technology



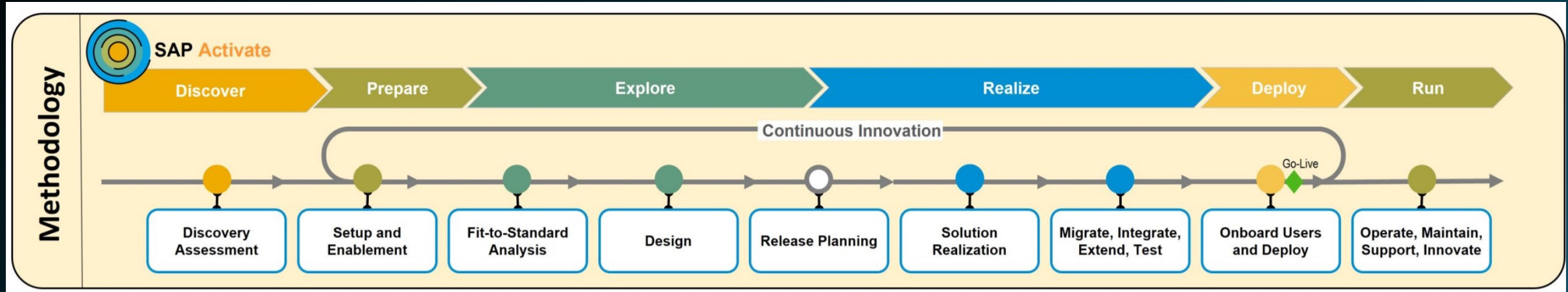
SAP DM Service Offers



Packages at a glance



SAP Activate method



Feasibility analysis
(POC)

Safe Passage
Analysis

Digital factory Plug & Play for SMEs

Overview of the offers

Feasibility analysis (POC)

- Experience SAP DM live with your own data
- System deployment + 10 days consulting by concircle
- Lead time: 1.5 months
- Price: 9,900 €

Safe Passage Analysis

- SAP DM Readiness Check
- Added value analysis in comparison to existing MES (SAP / non-SAP)
- Conversion concept
- Lead time: 1 month
- Price: 7,000 €

Digital factory Plug & Play for SMEs

- SAP DM implementation with relevant standard functions
- For SMEs with up to 300 employees
- For one plant
- Lead time: 6 months
- Price: 189,000 € (excl. user rights)

Feasibility analysis (POC)



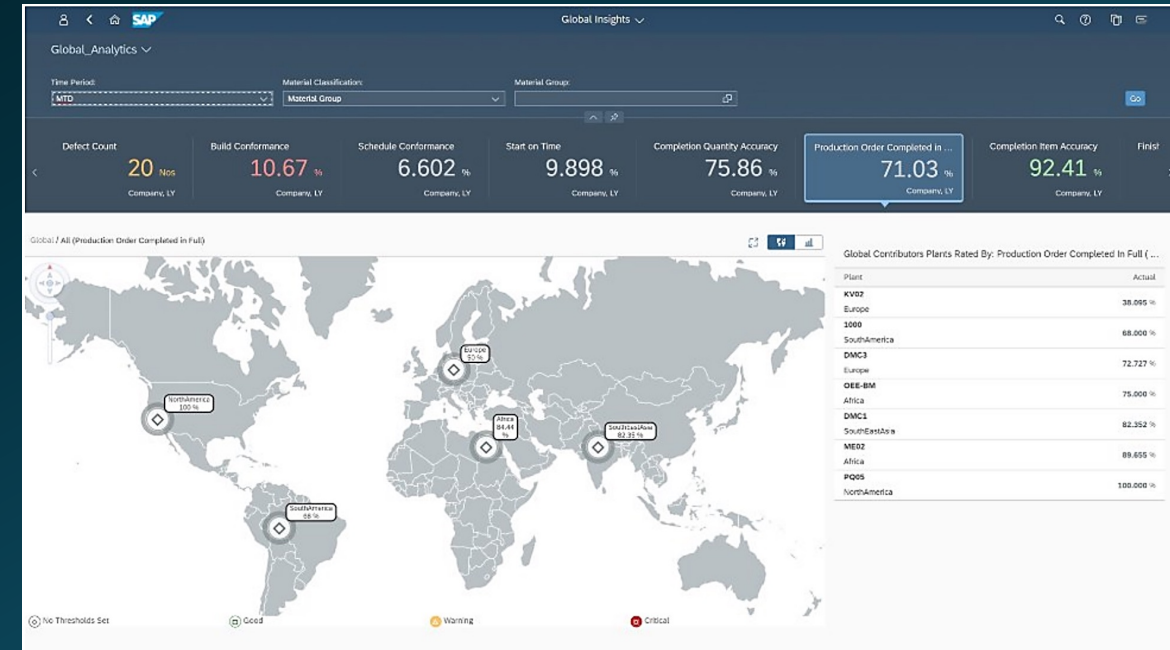
Goals - Feasibility Analysis (POC)

1. Get to know SAP DM better and create a better basis for decision-making.
2. To get a clear idea of the functions and their business value in their own production.
3. Create a clear implementation concept with reliable time and budget planning.
4. Identify process gaps and necessary preparations for a digitisation project.
5. Identify the value proposition of SAP DM to create a plausible cost-benefit calculation.



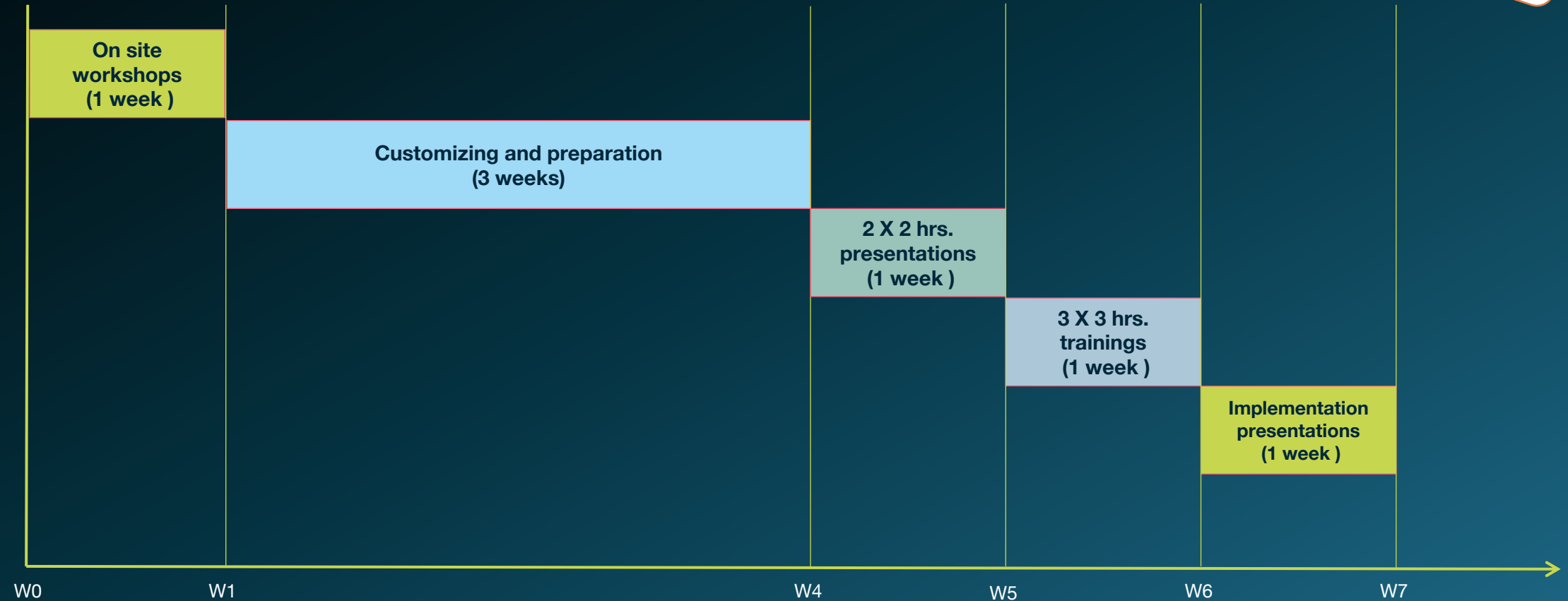
Service Content – Management Summary

1. Two days of on-site workshops to better understand the processes and requirements.
2. Creation of a production scenario based on real customer data directly in SAP DM
 1. Detailed planning in SAP DMe REO
 2. Staff scheduling in SAP DMe REO
 3. Production execution in SAP DMe
 4. Presentation of the KPIs in SAP DMi2 X 2 hours presentation of the setup production scenario.
3. 2 X 2 hours presentation of the setup production scenario.
4. 3 X 3 hours trainings
 1. Business Benefits
 2. Customizing
 3. Enhancements
5. Presentation of the possible implementation concept and budget plan.



Process - Feasibility Analysis (POC)

Lead time:
7 weeks



Your contribution and deliverables

Your contribution:

1. System access or provision of sample data
2. Relevant information about the production process
3. Cooperation of knowledgeable persons

Your deliverables:

1. Presentation of a simple production scenario in SAP DM
2. Proposal for a project plan and a budget plan
3. Action recommendations for the preparation of an implementation project

Out of Scope

1. Connection of SAP DM to your system landscape (SAP ERP or other interfaces).
2. SAP DM system access for your employees.
3. Customised developments.



References

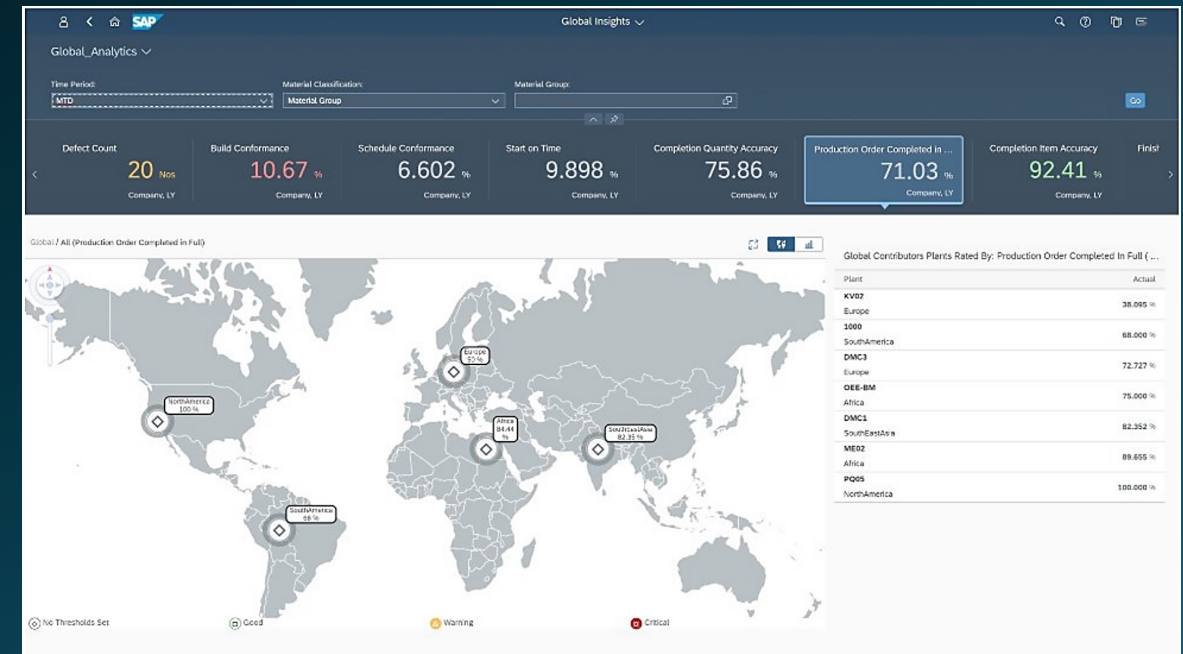


Safe Passage Analysis



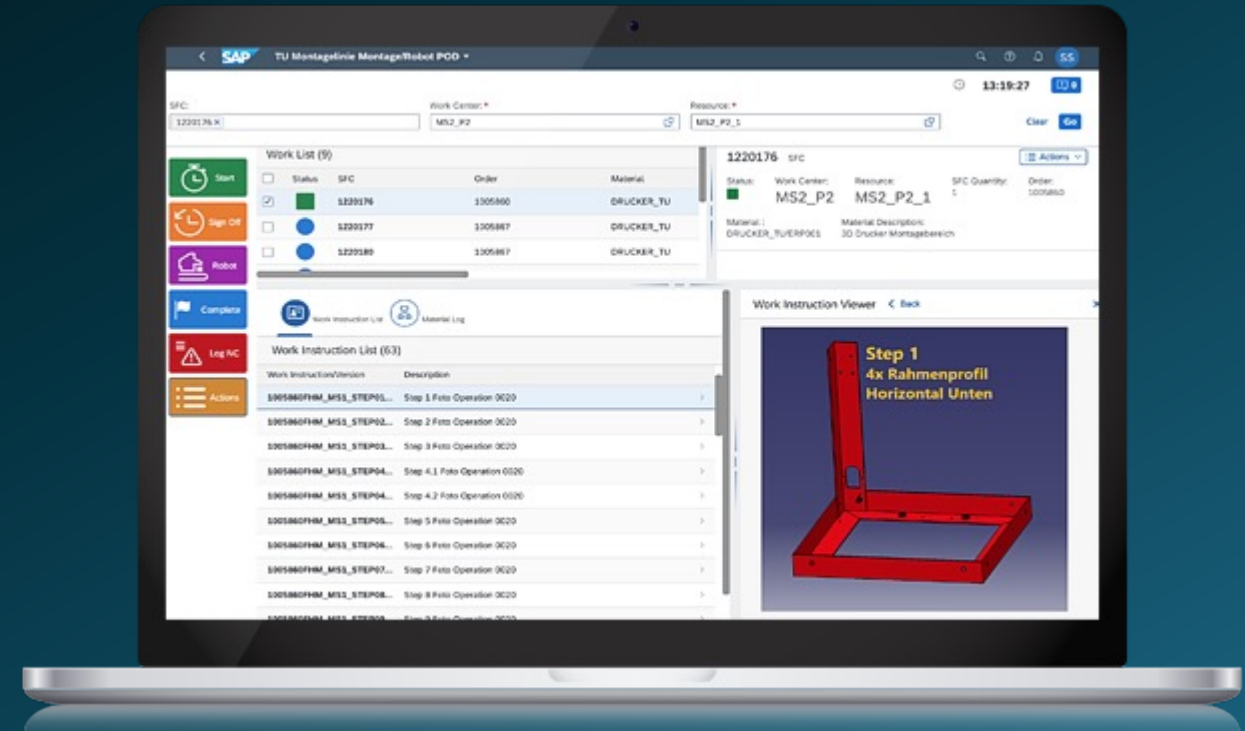
Goals – Safe Passage and Cloud Fit Gap Analysis

1. Create an SAP DM conversion concept based on the existing MES functional architecture.
2. Get a clear idea of the implementation costs.
3. A clear implementation concept and a reliable time and budget plan.
4. Identify the gaps and necessary preparations for cloud conversion.
5. Identify the key benefits of SAP DM to create a plausible cost-benefit calculation.



Service Content – Management Summary

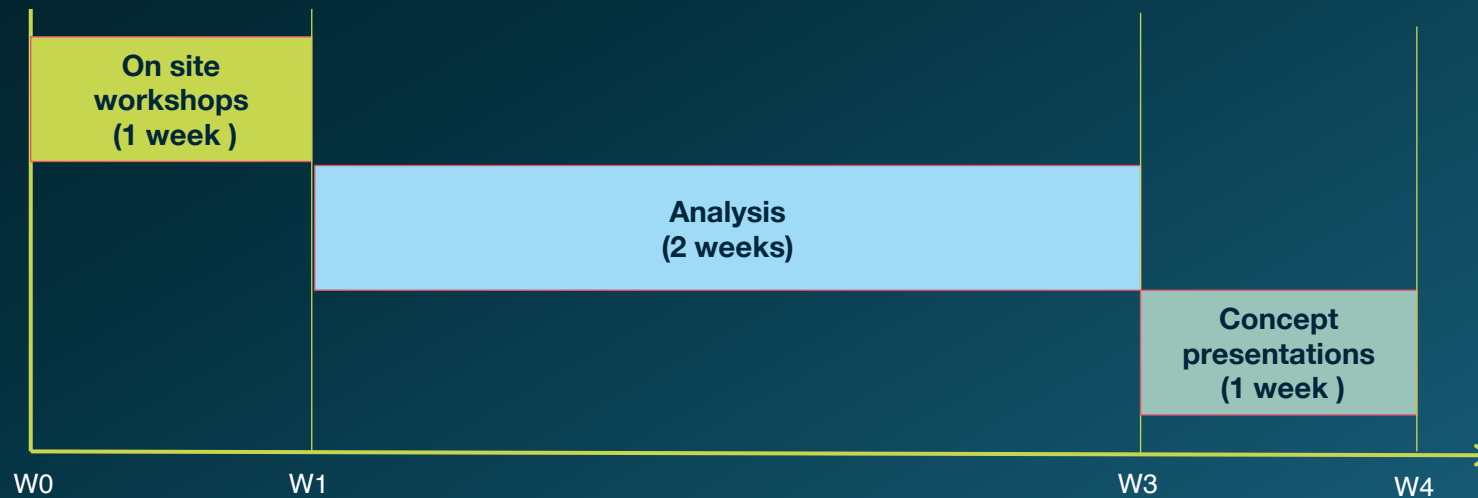
1. Two days of on-site workshops to better understand the processes, the requirements and the existing MES application.
2. Fit Gap Analysis for SAP DM.
3. Presentation of the implementation concept, project plan and budget plan.
4. Definition of the migration scenarios from the existing solution to SAP DM.
5. Effort estimation and project plan.



Process - Safe Passage and Cloud Fit Gap Analysis

Lead time:
4 weeks

1. On-site workshop to capture the current state of the process and application.
2. Cloud gap analysis, technical implementation concept, effort estimation and conversion project planning.
3. Presentation of the analysis results and possible integration scenarios.



Your contribution and deliverables

Your contribution:

1. Complete representation of the existing processes and MES/planning functions
2. Relevant resources and persons

Your deliverables:

1. Documentation of the analysis and the implementation concept as PPT
2. Ein klares Konzept für die SAP DM Implementierung
 1. Coverage by standard functions taking into account the published SAP product roadmap
 2. Necessary custom extensions (including implementation recommendation)
3. Effort estimation and possible project plan
4. Final presentation

References

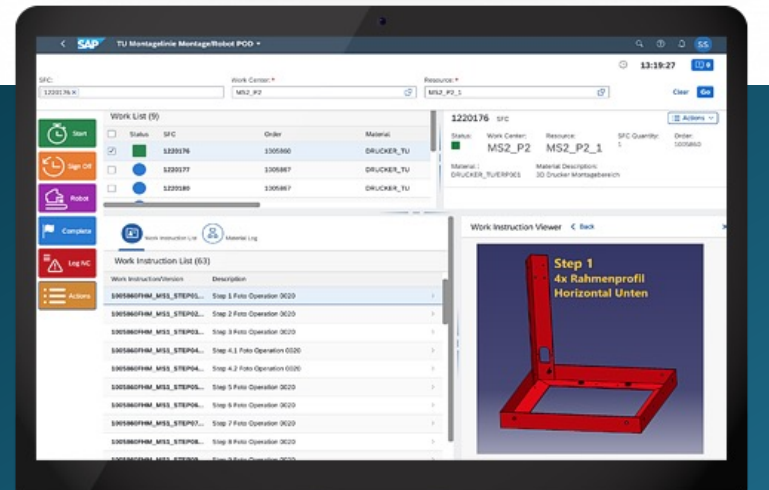
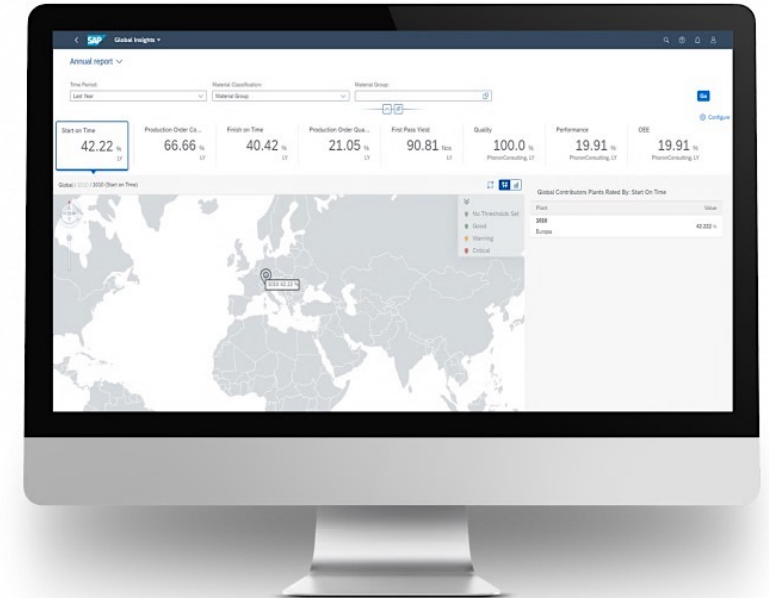


Digital Factory Plug and Play for SMEs



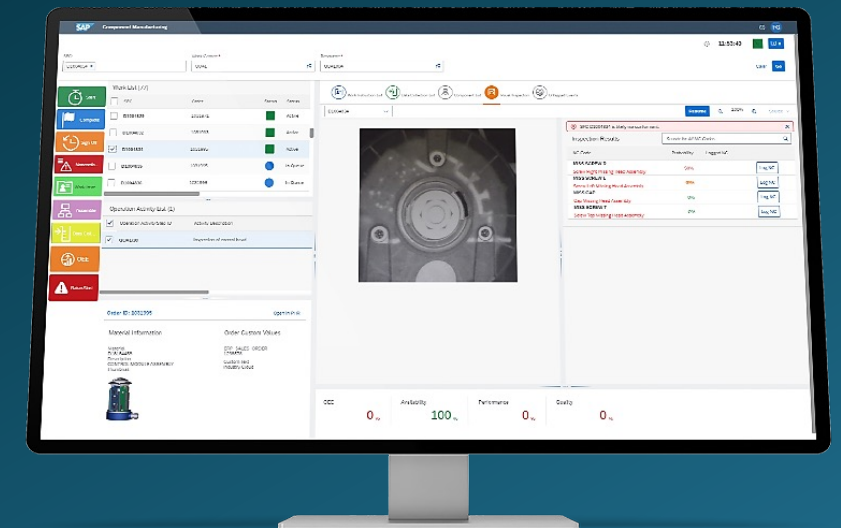
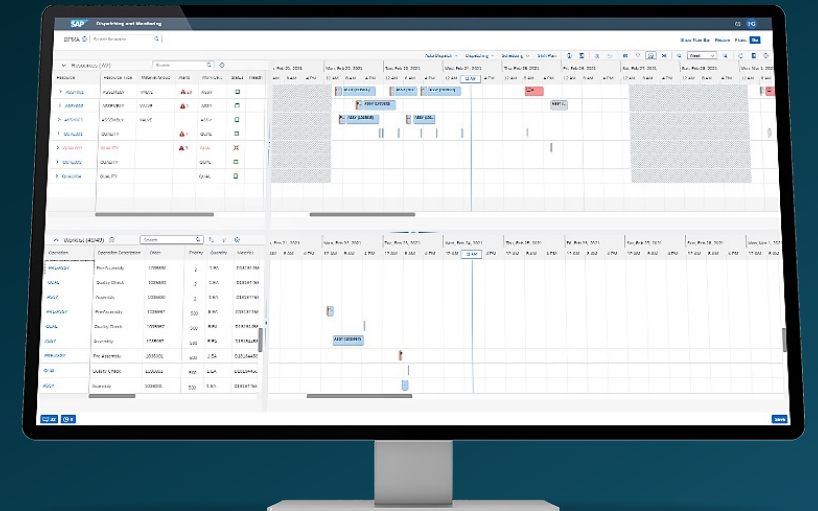
Goals – Lean implementation of a digital factory

1. An agile MES implementation that uses only relevant SAP DM standard functions.
2. Rapid use of digitalisation effects to increase productivity in production.
3. Look and feel effect and basis for the extensions and optimisations.
4. Identification of process optimisation potential.
5. Complete digitalisation of planning and execution processes with the strategic SAP product for manufacturing.
6. Extension of the degree of utilisation through quarterly SAP releases.
7. Lean implementation even for companies with limited IT resources through cloud benefits.



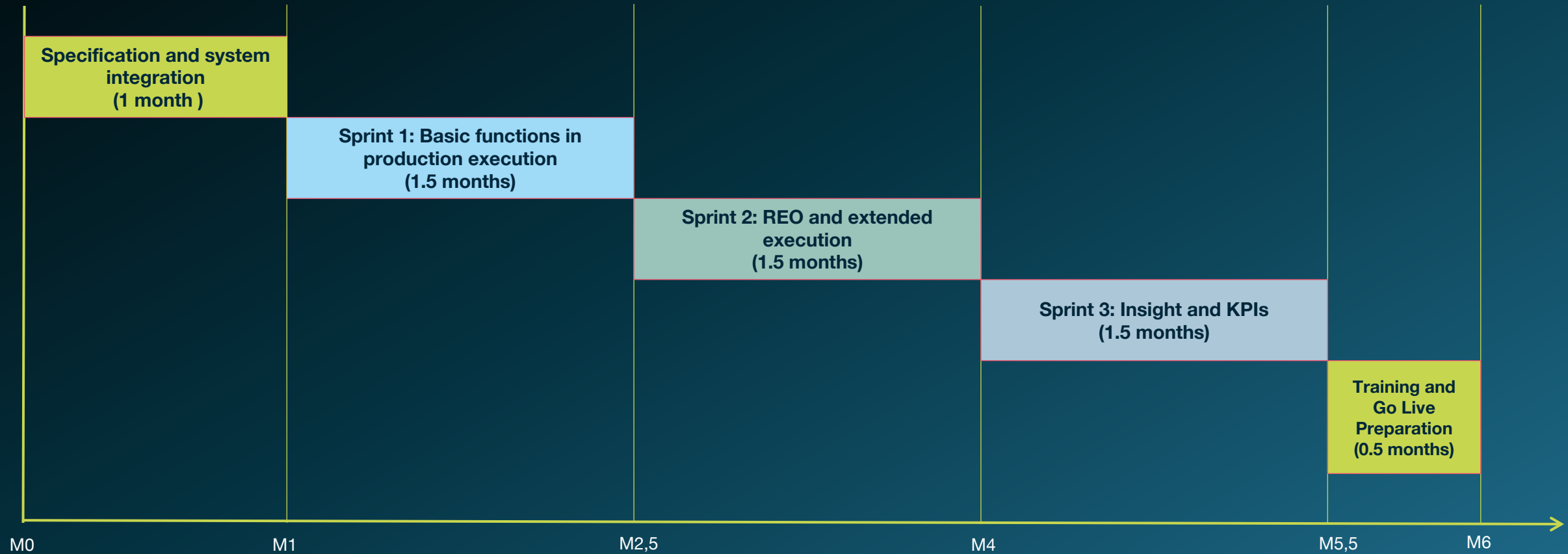
Service Content – Management Summary

1. The offer for small and medium-sized companies in the process and discrete industries:
 1. Under 300 employees
 2. One production plant
2. Project lead time: 6 months.
3. Three user interfaces for production (PODs).
4. Connection to SAP ERP/S4 Hana (on-premise or cloud).
5. Detailed planning in the REO module.
6. Staff scheduling in the REO module.
7. Set up and activate five standard Insight KPIs (OEE, utilization, etc.).
8. Connection of a machine via OPC UA protocol.
9. Training for further machine connections.
10. Use of all SAP DM standard functions relevant to the respective use case.
11. Two-person days of training.
12. Five-person days of support for Go Live and Hyper care.
13. Standard integration with SAP EWM.



Process – Digital Factory Plug and Play

Lead time:
6 months



Your contribution and deliverables

Your contribution:

1. Complete representation of the existing processes and MES/planning functions
2. Provision of the project team and relevant resources and people
3. Access to the system

Your deliverables:

1. System architecture and implementation concept
2. Change management support
3. Professional IT and process consulting
4. Full technical implementation and customizing
5. Professional project management
6. Accompanying your commissioning
7. Professional training and effective know-how transfer



Out of Scope

1. Customer-specific extensions.
2. Processes outside the standard SAP DM scope (ERP, EWM, etc.).



References



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CONCIRCLE



www.concIRCLE.com

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